

## **Historic, archived document**

Do not assume content reflects current scientific knowledge, policies, or practices.



# A Nut to Crack!

**SEED DEALERS and SEED GROWERS are mutually dependent on each other.**

The total amount of seeds of the various sorts that can be sold for planting in any given year is limited.

Wholesale dealers, to be assured of stocks adequate to meet planting needs of the year, must contract with reliable growers to produce their estimated requirements.

Contract growers must plant each year an acreage, which, under average conditions, will yield enough seed to cover their contracts and leave them a small surplus for possible additional demands of their customers.

We all know that crop yields are extremely variable and are governed by conditions over which we have no control.

With an average yield, "all is Jake," the wishes of dealer and grower are met, full deliveries are made, and both are happy.

But if yields, and consequently deliveries, are short, through no fault of the grower, dealers are "up in the air," and prone to blame the grower, poor devil, who has risked his capital, labored early and late to meet his obligations, and must balance his books in red.

If, perchance, Nature is in a generous mood, and yields are bountiful, dealers accept delivery of amounts contracted for, leaving in the growers hands surpluses for which they have no market.

Could growers convert such surpluses into cash at contract prices, all would be well with them. This would balance the losses of lean years of poor yields.

This is the growers problem, which also affects the dealer.

First: The grower may dump and destroy his surplus at the season's end, or

Second: He may keep his surplus stored and apply on next season's contracts, which invariably specify new crop seed, or,

Third: He may undertake to sell his surplus in competition with the dealer who contracted with him for a full stock.

Competition between wholesale dealers and growers who produce for them, when there is an over production, results in price cutting, demoralization of markets, and mutual losses.

## WHAT IS THE ANSWER?

H. M. Taylor, Seedsman, Inc., sell at wholesale only.

Do not sell surpluses at less than contract prices.

Do not buy cheap seeds promiscuously to apply on contracts when yields are short.

Do not pass on to their customers gleanings from culls, or other scavenger stocks.

